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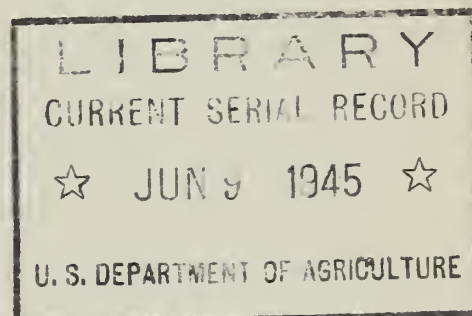
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FARM CREDIT ADMINISTRATION
UNITED STATES DEPARTMENT OF AGRICULTURE
WASHINGTON, D. C.

THE PLACE OF COOPERATIVES
IN THE FERTILIZER INDUSTRY

(A Preliminary Report)



By
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THE PLACE OF COOPERATIVES IN THE FERTILIZER INDUSTRY

By

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This report presents information gathered in connection with a general study being made at the request of the Fertilizer Cooperatives of North America, a conference body of cooperative associations engaged in the manufacture and distribution of fertilizer. The study as a whole is designed to furnish general information on the place of cooperatives in the commercial fertilizer industry and to describe briefly the growth, methods, problems, and accomplishments of such associations. To meet current demands for information this report is issued in *preliminary form* in advance of the general report.

The information included here has been obtained largely through correspondence with the principal cooperatives engaged in fertilizer distribution and manufacture, and is supplemented by information obtained from interviews with those in charge of fertilizer operations for several of the largest associations.¹

DISTRIBUTION OF FERTILIZER BY COOPERATIVE ASSOCIATIONS IN 1942-43

On the basis of information obtained from the associations, it is estimated that 918,000 tons of fertilizer were distributed to farmers by cooperatives in the year ending June 30, 1943. About 72 percent of the total fertilizer volume reported by the cooperatives was distributed in the form of mixed fertilizer while in this same period, 75.4 percent of all commercial fertilizer consumed in the continental United States² (including that distributed by cooperatives) was distributed as mixed fertilizer.

The information reported by the cooperatives showed much regional variation in the percentage of fertilizer distributed in mixed form. This is shown in table 1 which estimates the percentage of fertilizer distributed by cooperatives in mixed form for the various regions of the United States. The table shows that a large percentage of the fertilizer in the New England and Middle Atlantic, South Atlantic, East North Central, and West North Central regions was distributed as mixed fertilizer. In the South, Central, and Western regions the bulk of the fertilizer distributed by the cooperatives was in the form of separate materials, particularly as nitrogen compounds.

The percentage of fertilizer distributed by cooperatives in mixed form, as shown in table 1, is compared with the percentage of fertilizer

¹Appreciation is here expressed to these cooperatives for their fine cooperation.

²A. L. Mehring, Division of Soil and Fertilizer Investigations, U. S. Department of Agriculture.

Table 1. - Percentage of fertilizer distributed by cooperatives in mixed form and as separate materials, 1942-43

REGION	TOTAL DISTRIB- UTED	PERCENTAGE DISTRIBUTED AS ²				
		MIXED FERTILIZER	NITROGEN MATERIALS	PHOSPHATIC MATERIALS ³	POTASH MATERIALS	OTHER
	Tons ¹					
New England and Middle Atlantic.	285,000	70.9	4.2	24.1	0.7	0.1
South Atlantic.....	233,000	91.5	3.3	4.5	0.7	-
South Central.....	125,000	41.7	41.2	15.0	2.0	0.1
East North Central	180,000	89.7	4.0	5.8	0.5	-
West North Central	27,000	62.8	1.0	35.7	0.5	-
Western.....	68,000	11.6	74.2	13.1	1.1	-
United States...	918,000	72.1	13.2	13.9	0.8	(⁴)

¹Estimated on basis of reports from fertilizer cooperatives which distributed 773,240 tons of fertilizer in 1942-43.

²As shown by reports of cooperatives which distributed 773,240 tons of fertilizer in 1942-43.

³Basis 20 percent, P₂O₅.

⁴Less than 0.05 percent.

distributed in mixed form by the entire commercial industry in table 2. This comparison shows that for the United States as a whole, cooperatives distributed a slightly smaller proportion of fertilizer in mixed form than did the industry. It is of interest that cooperatives distributed a smaller percentage of mixed fertilizer than the industry in the New England and Middle Atlantic, the South Central, and the Western regions, while in the heavy consuming South Atlantic area the cooperatives distributed a considerably larger proportion of mixed fertilizer than did the industry.

Table 2. - Percentage of fertilizer distributed as mixed fertilizer by cooperatives and by the entire commercial fertilizer industry, by regions, 1942-43.

REGION	PERCENTAGE DISTRIBUTED BY	
	COOPERATIVES ¹	COMMERCIAL FERTILIZER INDUSTRY ²
New England and Middle Atlantic.....	70.9	80.4
South Atlantic.....	91.5	79.5
South Central.....	41.7	67.5
East North Central.....	89.7	83.1
West North Central.....	62.8	58.1
Western.....	11.6	38.4
United States.....	72.1	75.4

¹Estimated from reports of fertilizer cooperatives which distributed 773,240 tons of fertilizer in 1942-43.

²Based on table 6 of *Survey of Fertilizer Grades and Plant Food Consumption in the United States for the Year Ended June 30, 1943*, by A. L. Mehring, Elizabeth Bailey, and Hilda M. Wallace, (Division of Soil and Fertilizer Investigations, Bureau of Plant Industry, Soils, and Agricultural Engineering, U. S. Department of Agriculture, Beltsville, Md.) published by the National Fertilizer Association, 1944.

SIGNIFICANCE OF COOPERATIVES IN THE DISTRIBUTION OF COMMERCIAL FERTILIZER

The importance of cooperatives in the distribution of commercial fertilizer in the United States is shown in figure 1 and table 3, by areas.³

Table 3. - Total commercial fertilizer consumption in the United States, 1943, and estimated distribution by cooperative associations, 1942-43

REGION	TOTAL COMMERCIAL CONSUMPTION 1943 ¹	ESTIMATED ² COOPERATIVE DISTRIBUTION FOR YEAR ENDING JUNE 30, 1943	PERCENTAGE OF TOTAL COMMERCIAL CONSUMPTION DISTRIBUTED BY COOPERATIVE ASSOCIATIONS
	<i>Tons</i>		<i>Percent</i>
North East Middle Atlantic.....	1,421,241	285,000	20.1
South Atlantic.....	4,501,539	233,000	5.2
South Central.....	1,971,314	125,000	6.3
East North Central.....	1,373,194	180,000	13.1
West North Central.....	162,318	27,000	16.6
Western.....	470,255	68,000	14.5
Total.....	9,899,861	918,000	9.3

¹Based on table 6 of *Survey of Fertilizer Grades and Plant Food Consumption in the United States for the Year Ended June 30, 1943*, by A. L. Mehring, Elizabeth Bailey, and Hilda M. Wallace, (Division of Soil and Fertilizer Investigations, Bureau of Plant Industry, Soils, and Agricultural Engineering, U. S. Department of Agriculture, Beltsville, Md.) published by the National Fertilizer Association, 1944.

²Based on information furnished by cooperative associations for year ending June 30, 1943.

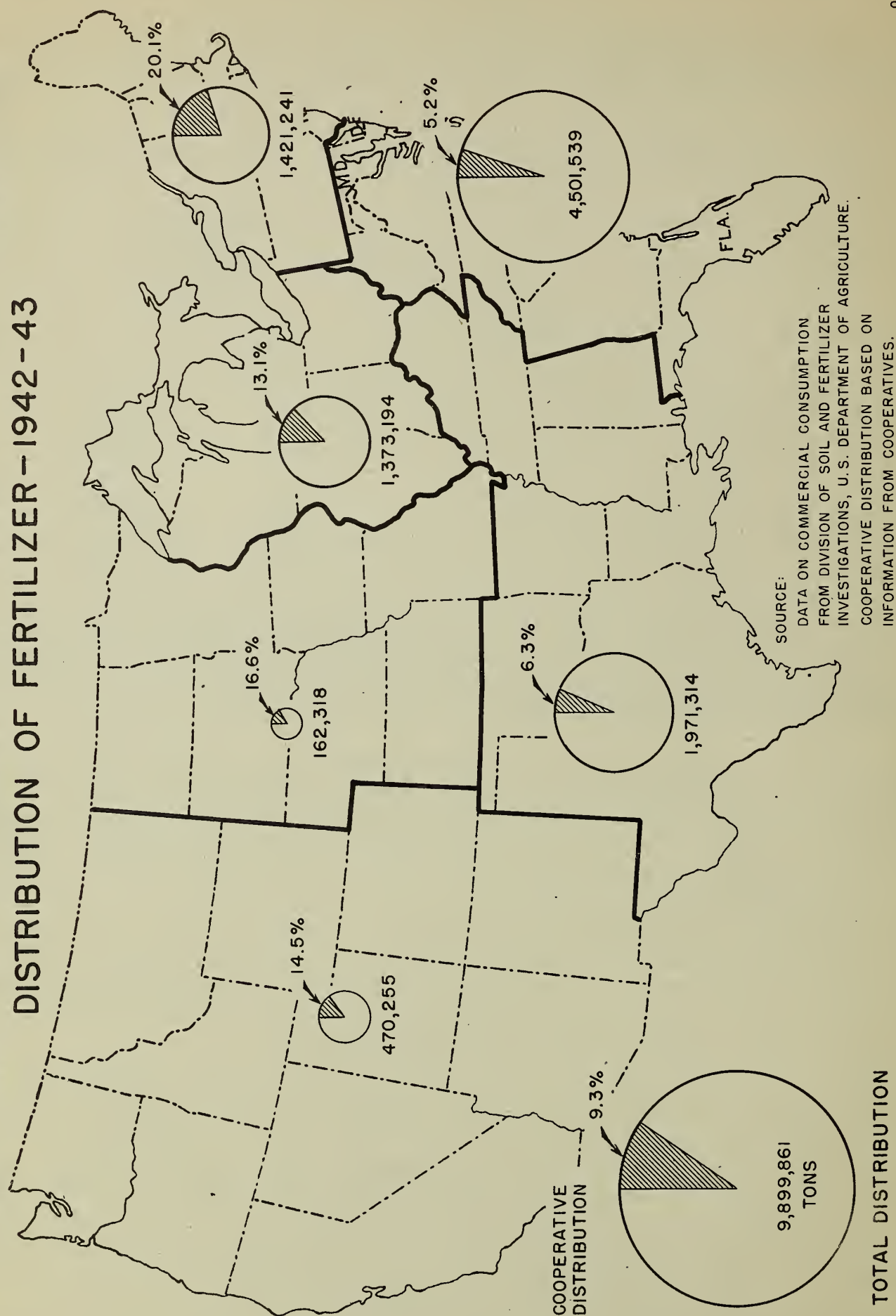
It will be observed that fertilizer cooperatives are of the greatest relative importance in the distribution of fertilizer in the north-eastern region which comprises the New England States and the Middle Atlantic States of New York, New Jersey, and Pennsylvania. Three regional cooperatives account for a large part of the fertilizer cooperatively distributed in this region: The Cooperative Grange League Federation in New York, which serves farmers in New York, northern Pennsylvania, and New Jersey; the Eastern States Farmers' Exchange, which serves farmers in New England and all but the northern part of Pennsylvania;⁴ and the Pennsylvania Farm Bureau Cooperative Association which serves farmers entirely in Pennsylvania.

Cooperatives distributed less than 6 percent of all fertilizer in the South Atlantic and South Central regions, an area which accounted for approximately three-fourths of all fertilizer consumed in the United States in 1943. However, the aggregate cooperative distribution in these two regions amounted to the considerable figure of 358,000 tons. The largest fertilizer distributing cooperative in the South is the Southern States Cooperative, Inc., of Richmond, Virginia, which serves farmers in Virginia and several adjoining States. Other important

³Distribution through governmental agencies excluded.

⁴The Exchange also serves farmers in Delaware and, to a small extent, in Maryland in the South Atlantic region.

FIGURE 1
SIGNIFICANCE OF COOPERATIVES IN UNITED STATES COMMERCIAL
DISTRIBUTION OF FERTILIZER-1942-43



fertilizer distributing associations in the South are the Farmers Cooperative Exchange of North Carolina, Raleigh, North Carolina; the Georgia Cotton Growers Association, Atlanta, Georgia; the Tennessee Valley Fertilizer Cooperative, Decatur, Alabama; Mississippi Federated Cooperatives, Inc., Jackson, Mississippi; and the Staple Cotton Growers Association, Greenwood, Mississippi. There are many other smaller associations in the South, particularly in Florida, which serve less extensive areas.

The development of cooperative distribution of fertilizer in the East North Central States varies considerably within the region. For example, in Ohio and Indiana about 20 percent of the commercial fertilizer consumed in these States is distributed by cooperative associations, particularly through local member associations of the Farm Bureau Cooperative Association of Ohio and the Indiana Farm Bureau Cooperative Association. Cooperative distribution of fertilizer has not developed to the same extent in Michigan, Illinois, and Wisconsin, although there has been a considerable increase in fertilizer distribution by cooperatives in these States within the last 10 years.

The West North Central region is an area of low commercial fertilizer consumption, as indicated by the fact that the total consumption in this region in 1942-43 was only 162,318 tons, or less than 2 percent of the total national consumption. The low consumption has not encouraged cooperative distribution, although now cooperative distribution is constantly increasing.

Much of the fertilizer distributed in the western region is consumed in the State of California, and this State represents the largest development of cooperative distribution in this region. The largest cooperative fertilizer distributing association in this area is the Fruit Growers Supply Company which serves the growers affiliated with the California Fruit Growers Exchange.

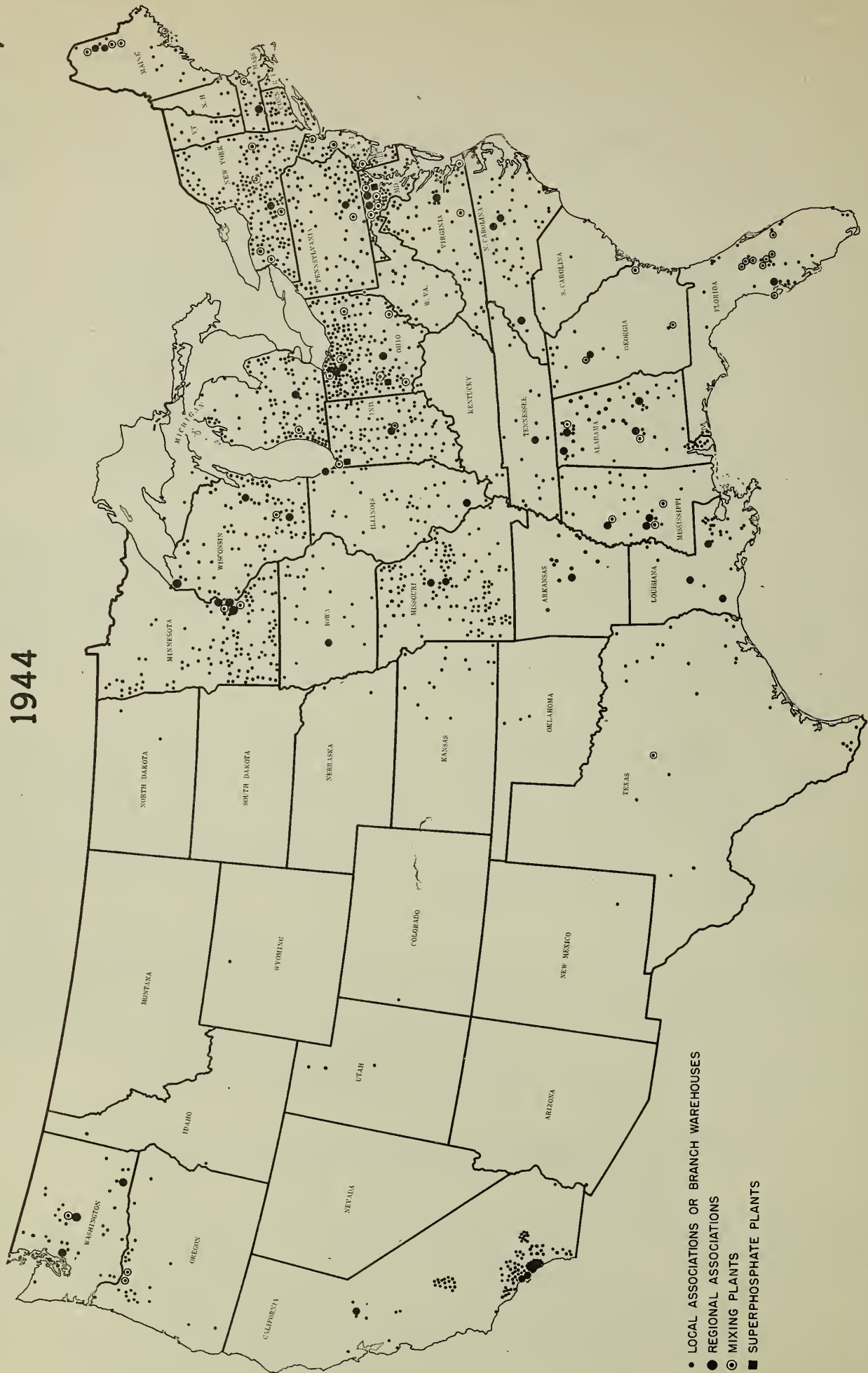
The location of cooperative associations engaged in distributing or manufacturing fertilizers in 1944, as shown by the records of the Cooperative Research and Service Division, is indicated in figure 2.⁵ In addition, fertilizer is distributed cooperatively through thousands of farmer representatives employed by regional fertilizer associations, particularly in the area east of the Mississippi River.

CHANGES IN FORM OF FERTILIZER COOPERATIVELY DISTRIBUTED DURING THE WAR YEARS

Table 4 shows the tonnage of mixed fertilizer and fertilizer materials distributed by a group of cooperatives for the 5 years, 1938-39 to 1942-43. These cooperatives reported a total distribution of 570,416 tons in 1942-43 which represents approximately 62 percent of the estimated fertilizer cooperatively distributed. While the data for the reporting

⁵A list of cooperative fertilizer mixing and superphosphate plants appears as appendix A to this report.

FIGURE 2
COOPERATIVE ASSOCIATIONS DISTRIBUTING OR MANUFACTURING FERTILIZER,
1944



COOPERATIVE RESEARCH & SERVICE DIVISION
 FARM CREDIT ADMINISTRATION

UNITED STATES DEPARTMENT OF AGRICULTURE
 WASHINGTON, D. C. 014580

Table 4. - Tonnage of mixed fertilizer and fertilizer materials distributed by group¹ of cooperatives reporting for 5 years, 1938-39 to 1942-43

YEAR	MIXED GOODS		NITROGEN MATERIALS		PHOSPHATIC MATERIALS		POTASH MATERIALS		TOTAL ²	
	Tons	Percent	Tons	Percent	Tons	Percent	Tons	Percent	Tons	Percent
1938-39.....	267,172	66.9	24,770	6.2	104,059	26.1	3,169	0.8	399,170	100
1939-40.....	310,556	70.5	27,928	6.3	98,870	22.5	3,231	0.7	440,585	100
1940-41.....	333,792	70.1	29,796	6.3	108,811	22.8	3,592	0.8	475,991	100
1941-42.....	398,689	71.6	25,590	4.6	128,319	23.0	4,483	0.8	557,081	100
1942-43.....	432,308	75.8	30,736	5.4	103,225	18.1	4,147	0.7	570,416	100
Index numbers (1938-39 = 100 percent)										
1938-39.....	100		100		100		100		100	
1939-40.....	116		113		95		102		110	
1940-41.....	125		120		105		113		119	
1941-42.....	149		103		123		141		140	
1942-43.....	162		124		99		131		143	

¹In 1942-43, these associations reported 62 percent of estimated fertilizer cooperatively distributed. The following associations reported information for each of the 5 years: Cooperative G.L.F. Exchange, Inc.; Eastern States Farmers' Exchange; Southern States Cooperative, Inc.; Pennsylvania Farm Bureau Cooperative; Farmers Cooperative Exchange; (Ohio) Farm Bureau Cooperative Association; Indiana Farm Bureau Cooperative Association; Aroostook Federation of Farmers; Aroostook Hi-Test Fertilizer Company; (Michigan) Farm Bureau Services, Inc.; Sowega Fertilizer Company; South Lake Fertilizer Works; Centralia Farmers Co-operative; Mississippi Federated Cooperative.

²Does not include small amounts of other fertilizer materials.

associations is probably not representative of all cooperative distribution, since it does not adequately represent cooperative distribution in the South and the Far West, it does reveal much information of interest. It will be noted, for example, that the percentage of fertilizer distributed as mixed fertilizer increased from 66.9 percent in 1938-39 to 71.6 percent in 1941-42 and to 75.8 percent in 1942-43. In terms of index numbers, this represented a 62 percent increase in mixed fertilizer distribution during the 5-year period.

The significant decline in the distribution of separate phosphatic materials in 1942-43 may be partly accounted for by the influence of the Agricultural Adjustment Administration program on cooperative distribution in certain States. It is of interest that the distribution of superphosphate by the largest cooperative fertilizer distributing association - the Cooperative G.L.F. Exchange - declined from 75,112 tons in 1941-42 to 47,000 tons in 1942-43, and that this decline was attributed by the association to the influence of the AAA program in New York State. In 1943-44, when the AAA introduced the purchase order plan by which fertilizer was distributed through the normal channels of trade, including the cooperatives, the G.L.F. distributed 71,532 tons of superphosphate.⁶

⁶See 1943-44 Report to G.L.F. Stockholders, p. 8, "The decline in the volume of superphosphate purchased by farmer-patrons in 1943, due to the activities of the AAA, was reversed in 1944 when the policy was adopted by the AAA that in New York State superphosphate should be distributed through the normal channels of trade."

CHANGES IN COOPERATIVE DISTRIBUTION OF PLANT FOOD ELEMENTS

Table 5 shows the tons of nitrogen, phosphoric acid, and potash distributed by the same group of associations over the 5-year period, 1938-39 to 1942-43. It will be observed that there was a growth in the distribution of potash as compared with either nitrogen or phosphoric acid. The decline in phosphoric acid distribution in 1942-43 may be partially accounted for by AAA activities described above.

The shortage of nitrogen probably explains the decline in the cooperative distribution of that element in 1941-42 and 1942-43.

A striking relative increase in the cooperative distribution of potash, particularly in 1941-42 and 1942-43, is shown by the index numbers.

Table 5. - Distribution of three principal plant foods by cooperatives¹ reporting for the 5 years, 1938-39 to 1942-43

YEAR	NITROGEN (N)		PHOSPHORIC ACID (P ₂ O ₅)		POTASH (K ₂ O)		TOTAL	
	Tons	Percent	Tons	Percent	Tons	Percent	Tons	Percent
1938-39.....	11,826	14.5	48,027	58.8	21,760	26.7	81,613	100
1939-40.....	14,142	14.9	55,464	58.6	25,103	26.5	94,709	100
1940-41.....	15,541	14.4	62,545	57.8	30,074	27.8	108,160	100
1941-42.....	16,132	13.0	71,610	57.9	35,966	29.1	123,708	100
1942-43.....	15,680	12.6	68,884	55.3	39,957	32.1	124,521	100

Index numbers (1938-39 = 100 Percent)

1938-39.....	100	100	100	100
1939-40.....	120	115	115	116
1940-41.....	131	130	138	133
1941-42.....	136	149	165	152
1942-43.....	133	143	184	153

¹In 1942-43, these associations reported approximately 62 percent of all fertilizer cooperatively distributed. For list of reporting associations see footnote 1, table 4.

CHANGES IN COMPOSITION OF THE AVERAGE TON OF FERTILIZER DISTRIBUTED BY COOPERATIVES

Table 6 shows the percentage of nitrogen, phosphoric acid, and potash contained in the average ton of fertilizer cooperatively distributed by the same group of cooperatives during the 5-year period.

The relatively low percentage of nitrogen as shown in table 6 is partially explained by low nitrogen consumption in the areas served by many of these cooperatives. The decline in percentage of nitrogen and phosphoric acid in 1941-42 and 1942-43 can be partially explained by the shortages of nitrogen and concentrated superphosphate in these war years. This last factor also explains the decline in total percentage

of plant food content in 1941-42 and 1942-43, in the face of an increase in the percentage of potash content.⁷

Table 6. - Weighted average percentage of available nitrogen, phosphoric acid, and potash contained in all fertilizer distributed by group of cooperatives for period, 1938-39 to 1942-43

YEAR	PERCENTAGE OF			
	N	P ₂ O ₅	K ₂ O	TOTAL
1938-39.....	3.0	12.0	5.5	20.5
1939-40.....	3.2	12.6	5.7	21.5
1940-41.....	3.3	13.1	6.3	22.7
1941-42.....	2.9	12.8	6.5	22.2
1942-43.....	2.7	12.1	7.0	21.8

The following table 7 shows how the plant food content of fertilizers distributed by these associations compared with the plant food content of all commercial fertilizer consumed in the United States in 1942-43.

Table 7. - Plant food content of fertilizers distributed by cooperatives surveyed, 1942-43

PLANT FOOD	PERCENTAGE OF FERTILIZER DISTRIBUTED BY	
	COOPERATIVES	COMMERCIAL INDUSTRY ¹
N.....	2.7	4.22
P ₂ O ₅	12.1	9.96
K ₂ O.....	7.0	6.06
Total plant food.....	21.8	20.24

¹See page 70 of Mehring, A. L.; Bailey, E.; and Wallace, H., *Survey of Fertilizer Grades and Plant Food Consumption in the United States, for the Year Ended June 30, 1943*, published by the National Fertilizer Association.

COMPARISON OF COOPERATIVE AND COMMERCIAL DISTRIBUTION OF PLANT FOOD ELEMENTS FOR FIVE-YEAR PERIOD

During the 5-year period, 1939-40 to 1942-43, the group of cooperatives expanded their distribution of fertilizer somewhat faster than the increase in all commercial fertilizer consumption, including cooperative distribution, even when account is taken of Government allocation measures which have been in effect since January 1942.

⁷It is of interest here that one of the regional cooperatives, the Eastern States Farmers' Exchange, reports that the concentration of its mixed fertilizers which stood at 35 units in the year 1942 fell to 30.25 units in 1943, and attributes this to the heavy lend-lease shipments of triple superphosphate instituted as a war measure, and the short supply of the liquid nitrogen carriers in 1943 which was also the result of war demands. However, in the calendar year 1944, its average mixed fertilizer contained 33.20 units indicating a trend upward again.

A comparison of the following sets of index numbers based on the year 1938-39 brings out this fact.

	<u>Nitrogen (N)</u>	
	<u>Commercial⁸</u>	<u>Cooperative⁹</u>
	<u>distribution</u>	<u>distribution</u>
1938-39.....	100	100
1939-40.....	104	120
1940-41.....	121	131
1941-42.....	111	136
1942-43.....	119	133

	<u>Phosphoric Acid (P₂O₅)</u>	
1938-39.....	100	100
1939-40.....	103	115
1940-41.....	110	130
1941-42.....	122	149
1942-43.....	141	143

	<u>Potash (K₂O)</u>	
1938-39.....	100	100
1939-40.....	107	115
1940-41.....	116	138
1941-42.....	132	165
1942-43.....	160	184

	<u>Total N, P₂O₅, K₂O</u>	
1938-39.....	100	100
1939-40.....	104	116
1940-41.....	114	133
1941-42.....	122	152
1942-43.....	140	153

As stated in footnotes 8 and 9, these index numbers showing changes in cooperative distribution were based on data furnished by a group of associations which together represented 62 percent of all fertilizer distributed by cooperatives in 1942-43. It should be noted that this group is not a representative sample of all fertilizer distribution by cooperatives in that it did not include many of the associations in the southern and western regions.

⁸Based on information furnished by A. L. Mehring, Division of Soil and Fertilizer Investigations, U. S. D. A.

⁹Based on information furnished by a group of cooperatives which distributed 570,416 tons of fertilizer in 1942-43, or 62 percent of the total estimated cooperative distribution.

SIGNIFICANT FINDINGS

1. Cooperatives in the year ending June 30, 1943, distributed to farmers some 918,000 tons of fertilizer, of which 72 percent was in the form of mixed fertilizer. (See table 1.)
2. Cooperatives are of the greatest relative importance in the New England, the Middle Atlantic, and the East North Central regions. The 14 States in this area account for more than half of all fertilizer distributed cooperatively in the United States. (See figure 1.)
3. Fertilizer is cooperatively distributed through several thousand outlets, as partially shown in figure 2.
4. The amount of all fertilizer distributed by a significant group of identical associations increased by 43 percent from 1938-39 to 1942-43. The increase from 1938-39 to 1940-41, before the United States entered the war, was 19 percent. (See table 4.)
5. In terms of tons of plant food content the same group of cooperatives increased their distribution by 53 percent from 1938-39 to 1942-43, and by 33 percent from 1938-39 to 1940-41. It is of interest that all commercial distribution of plant foods (including that of the cooperatives) increased by 40 percent from 1938-39 to 1942-43, and by 14 percent from 1938-39 to 1940-41. The relatively greater increase in cooperative distribution shown for the 5-year period was thus largely the result of cooperative expansion immediately prior to the war.

APPENDIX A

List of Cooperative Fertilizer Mixing or Superphosphate-Manufacturing¹⁰ Plants

<u>Town and State</u>	<u>Name of Association</u>
Alabama	
Selma	Centrala Farmers Cooperative, Inc.
Decatur	Tennessee Valley Fertilizer Cooperative
Delaware	
Wilmington	Eastern States Farmers' Exchange (West Springfield, Mass.)
Florida	
Clearwater	Pinellas Growers Association
Fellsmere	Fellsmere Sugar Producers Association
Haines City	Haines City Citrus Growers Association
Lake Alfred	Growers Fertilizer Cooperative
Oakland	South Lake Apopka Cooperative Association
Plymouth	Plymouth Citrus Growers Association
Tavares	Lake Region Packing Association
Waverly	Waverly Growers Cooperative
Georgia	
Adel	Sowega Fertilizer Corporation
Carrollton**	Georgia Cotton Producers Association (Atlanta, Ga.)
Savannah	Georgia Cotton Producers Association (Atlanta, Ga.)
Indiana	
Hartsdale*	Indiana Farm Bureau Cooperative Association (Indianapolis, Ind.) jointly with Illinois Farm Supply Company (Chicago, Ill.)
Indianapolis	Indiana Farm Bureau Cooperative Association
Maine	
Caribou	Aroostook Federation of Farmers
Presque Isle	Aroostook Hi-Test Fertilizer Co.
Sherman	Aroostook Federation of Farmers
Maryland	
Baltimore	Cooperative Fertilizer Service, Inc. ¹¹
Baltimore*	Fertilizer Manufacturing Cooperative, Inc. ¹²
Chewsville	Chewsville Cooperative Association
Frederick	Farmers Cooperative Association

¹⁰Superphosphate-manufacturing plants are shown by *; and combination mixing and superphosphate plants by **.

¹¹Operated by Southern States Cooperative, Inc. (Richmond, Va.) in cooperation with Farmers Cooperative Exchange (Raleigh, N. C.), and Pennsylvania Farm Bureau Cooperative Association, Inc., (Harrisburg, Pa.)

¹²Owned jointly by Cooperative G.L.F. Exchange, Inc., Southern States Cooperative, Inc., Pennsylvania Farm Bureau Cooperative Association, Inc., and (Ohio) Farm Bureau Cooperative Association, Inc., (Columbus, Ohio.)

<u>Town and State</u>	<u>Name of Association</u>
Massachusetts	
Cambridge	Eastern States Farmers' Exchange (Springfield, Mass.)
Michigan	
Hamilton	Hamilton Farm Bureau
Minnesota	
Minneapolis	Land O'Lakes Creameries, Inc.
St. Paul	Minnesota Farm Bureau Service Company
Mississippi	
Greenwood	Staple Cotton Cooperative Association
Jackson	Mississippi Federated Cooperatives
Magee	Magee Cooperative Gin
New Jersey	
Bridgeton	Cooperative G.L.F. Exchange, Inc. (Ithaca, N. Y.)
South Kearney	Cooperative G.L.F. Exchange, Inc. (Ithaca, N. Y.)
Yardville	Cooperative G.L.F. Exchange, Inc. (Ithaca, N. Y.)
New York	
Albany	Cooperative G.L.F. Exchange, Inc. (Ithaca, N. Y.)
Batavia	Cooperative G.L.F. Exchange, Inc. (Ithaca, N. Y.)
Big Flats	Cooperative G.L.F. Exchange, Inc. (Ithaca, N. Y.)
Canastota	Cooperative G.L.F. Exchange, Inc. (Ithaca, N. Y.)
North Collins	Cooperative G.L.F. Exchange, Inc. (Ithaca, N. Y.)
Ohio	
Alliance	Farm Bureau Cooperative Association, Inc. (Columbus, Ohio)
Dayton*	Farm Bureau Cooperative Association, Inc. (Columbus, Ohio)
Fostoria	Ohio Farmers Grain & Supply Co.
Glendale	Farm Bureau Cooperative Association, Inc. (Columbus, Ohio) jointly with Indiana Farm Bureau Cooperative Association, Inc. (Indianapolis, Ind.)
Marietta	Farm Bureau Cooperative Association, Inc. (Columbus, Ohio)
Maumee	Farm Bureau Cooperative Association, Inc. (Columbus, Ohio)
Oregon	
Gresham	Gresham Berry Growers
Portland	Pacific Supply Cooperative (Walla Walla, Wash.)
Pennsylvania	
Shippensburg	Cumberland Valley Cooperative Association

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<u>Town and State</u>	<u>Name of Association</u>
Texas	
Gorman	Southwestern Peanut Growers Association
Virginia	
Norfolk	Cooperative Fertilizer Service, Inc. ¹³ (Richmond, Va.)
Kenbridge	Farmers Cooperative Fertilizer Purchasers, Inc. ¹⁴
Washington	
Wenatchee	Northwest Cooperative Wholesale
Wisconsin	
Wyocena	Wyocena Farmers Cooperative

¹³Operated by Southern States Cooperative, Inc. (Richmond, Va.) in cooperation with Farmers Cooperative Exchange (Raleigh, N. C.), and Pennsylvania Farm Bureau Cooperative Association, Inc. (Harrisburg, Pa.)

¹⁴Owned and operated by Southern States Cooperative, Inc. (Richmond, Va.)